

Message Text

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FM AMEMBASSY DOHA

TO AMEMBASSY KUWAIT

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C O N F I D E N T I A L DOHA 0543

LIMDIS

E.O. 11652: XGDS1

TAGS: BEXP, BBAK, QA, KU

SUBJ: PERINI CORP BID ON FAHAHEEL HOSPITAL PROJECT

REF: KUWAIT 1965

1. PERINI CORP HAS BID UNSUCCESSFULLY ON TWO PROJECTS IN QATAR. FIRST WAS DOHA HOSPITAL WHICH WENT TO UK FIRM BERNARD SUNLEY SEPTEMBER 1974. DIFFERENCE IN BIDS WAS \$123,000 ON \$43 MILLION PROJECT, PERINI ALSO BID ON DOHA AIRPORT PROJECT WHICH WAS AWARDED TO INDIAN FIRM SHAH IN APRIL 1975. AGAIN, PERINI WAS SECOND LOWEST BIDDER. IN WAKE OF BOTH PROJECTS, WE HAVE RECEIVED NEGATIVE COMMENTS FROM GOQ OFFICIALS AND SOME MEMBERS OF LOCAL BUSINESS COMMUNITY REGARDING MANNER AND SUBSTANCE OF PERINI PRESENTATIONS. IN CASE OF HOSPITAL, RESPONSIBLE GOVT OFFICIAL NOTED THAT COMPANY'S PROPOSAL WAS NOT WELL PREPARED AND ADDED THAT PERINI REP WHO VISITED DOHA ON SEVERAL OCCASIONS IN CONNECTION WITH PROJECT HAD MADE POOR IMPRESSION.

2. ON AIRPORT PROJECT, PERINI'S CHANCES WERE DAMAGED BY STRAINED RELATIONS BETWEEN COMPANY AND JOINT VENTURE PARTNER, A PROMINENT QATARI CONTRACTING FIRM. AS WE UNDERSTAND IT FROM QATARI SIDE, MAJOR CAUSE OF PROBLEM WAS PERSONALITY CLASH BETWEEN LOCAL FIRM AND PERINI REP. PORTIONS OF DOHA 353 DEALING WITH PERINI'S EFFORTS TO SECURE AIRPORT CONTRACT WILL BE REPEATED BY SEPTEL.

3. PERINI OFFICIAL WITH RESPONSIBILITY FOR DOHA AIRPORT AND
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HOSPITAL PROJECTS WAS JOHN ABLONDI. SEVERAL INDIVIDUALS INVOLVED

IN PROJECTS HAVE MADE REMARKS TO US CONCERNING HIS HEAVY-HANDED TACTICS AND WHAT THEY CONSIDERED TO BE AN ABRASIVE PERSONALITY. APPEARS HE WAS UNSUCCESSFUL IN DEVELOPING ANY OF THE PERSONAL RELATIONSHIPS THAT ARE ESSENTIAL FOR CONDUCT OF BUSINESS IN THIS PART OF THE WORLD. PERINI CORP'S PRESIDENT, DAVID PERINI, SEEMED TO STRIKE SYMPATHETIC NOTE WITH PARTNER AND GOQ OFFICIALS AND WAS CERTAINLY MORE SUCCESSFUL THAN ABLONDI IN HIS PERSONAL RELATIONS HERE. IT IS OUR IMPRESSION THAT PERINI WAS AWARE OF ABLONDI'S SHORTCOMINGS. IN SPITE OF THIS, HOWEVER, NO DECISION WAS TAKEN TO BRING OUT NEW REP.

4. NEEDLESS TO SAY, OUR APPRECIATION OF PERINI'S PERFORMANCE IS EXTREMELY SENSITIVE. IT IS PROVIDED AS BACKGROUND FOR THE EMBASSY IF PERINI REPS SHOULD ASK FOR ASSISTANCE. NONE OF THE ABOVE SHOULD BE PASSED IN ANY FORM TO PERSONS OR ORGANIZATIONS OUTSIDE THE EMBASSY.
PAGANELLI

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